

# CrossROADS

TRADE  
DEVELOPMENT  
ALLIANCE  
*of*  
GREATER  
SEATTLE

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## Pierce County Thrives

### *County Joins TDA Partnership*

*Letter from Pierce County  
Executive John Ladenburg*

Pierce County is a thriving part of the Puget Sound metropolitan region. I am pleased to lead our county into the Trade Alliance partnership joining Snohomish and King Counties and the other partners of the Trade Alliance, including the Port of Tacoma.

In the last two years I had the pleasure of participating in the International Study Mission to Shanghai and co-leading the study mission to Munich. During these trips it was clear that our metropolitan region must work together to promote ourselves to international markets. Among the lessons we learned on these trips is that metropolitan regions are the basis of economic competition making regional cooperation essential. As chair of the Economic Development District, I am also engaged in developing a metropolitan economic strategy for our region. The intense global competition for jobs and industry forces us to commit to Team Puget Sound.

Pierce County brings much to the table in this effort. Since I took office in January 2001, more

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## Building Blocks for Success

### *Greater Seattle: A Center for Bioscience*

Local company announces testing of a new drug. University of Washington builds new facility on South Lake Union. The evidence of Greater Seattle's booming bioscience sector is everywhere. In fact, a recent study by the Milken Institute called "America's Biotechnology and Life Sciences Cluster" found that Seattle is the 5th leading bioscience region in the United States. But what transformed the Greater Seattle region into the large center of health and biotechnology that it is today?

A study by the Washington Biotechnology and Biomedical Association (WBBA) determined there are four "pillars" of a successful bioscience industry. First, a region must have strong research institutions. And, of course, Greater Seattle certainly has those. The University of Washington (UW) and Fred Hutchinson Cancer Research Center receive more National Institute of Health (NIH) support than any other public university and research institute respectively. Combined, the two received over \$1 billion in federal research funding in FY2003. In total,

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## *Pierce County, continued from page 1*

than 30,000 new residents have made their home in Pierce County. What makes them want to live here?

First, they know our county is doing a good job of defying today's tough economic conditions and is outperforming other regions.

In fact, the Milken Institute in its 2003 Best Performing Cities Index--a measure of where jobs are being created, economies are growing and businesses are thriving--placed the greater Tacoma area, which covers all of Pierce County, at number 58 out 296 in the nation. That's a strong improvement from 2002's position of 102.

They know the University of Washington Tacoma, the Washington State History Museum, the Museum of Glass, the Tacoma Art Museum, and soon, the Tacoma-Pierce County Convention Center have revitalized downtown Tacoma and put this area on the national map. All this exposure has not gone unnoticed. After 9/11, tourism in our county held its own while other areas experienced

severe reductions.

They know the LeMay Car Museum to be built near the Tacoma Dome and the world-class Scottish-links style golf course planned for the Chambers Creek Properties will make Tacoma & Pierce County an even bigger tourist attraction.

They know we are making headway in our efforts to solve our transportation problems. As examples, I offer the I-5 and 38th Street intersection and overpass, the widening of Highway 16 at the Nalley Valley, the second



*John Ladenburg was elected Pierce County Executive in 2000*

### **Pierce County Joins Trade Alliance Partnership**

Earlier this year, Pierce County joined the three-county Trade Alliance Partnership. The other partners of the Trade Alliance are the Port of Tacoma, Port of Seattle, King County, Snohomish County, City of Seattle, Greater Seattle Chamber of Commerce and organized labor. The Trade Alliance is one of the few organizations that transcends the three-county region of the Greater Seattle area. Pierce County Executive John Ladenburg is the Pierce County representative on the Trade Alliance Board of Directors. Welcome Pierce County!

Narrows Bridge, the Lincoln Avenue Overpass, and soon, the D Street Overpass, HOV lanes on I-5, the 176<sup>th</sup> & Canyon Road interchange, and many other projects. We're even ready to start engineering on the Cross-Base Highway that will dramatically reduce congestion in east Pierce County and connect Interstate 5 with Fredrickson, the largest area left in the Puget Sound region zoned exclusively for industrial use.

They know Sound Transit is taking thousands of cars a year off our highways and reducing pollution by offering commuter rail and bus service between Pierce and King County. They also know ridership on the new Tacoma Link light rail has exceeded all expectations. From January 1 to March 31 of 2004, 2,346,084 passengers took advantage of Sound Transit, a 23

*Continued on page 3*

## *Pierce County, continued from page 2*

percent increase over the year before. That's 32,624 passengers a day riding busses, commuter rail and light rail.

They know Pierce County is actually building parks and trails while other counties are closing theirs or reducing hours. In the next five years, we will construct \$35 million worth of parks. That's more investment in parks than in the previous 25 years combined. By the beginning of 2005, Pierce County will have converted more than 15 miles of abandoned railroad right-of-way into a walking and biking trail. We'll also have increased and

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**They know Sound Transit is taking thousands of cars a year off our highways and reducing pollution by offering commuter rail and bus service between Pierce and King County.**

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improved recreational opportunities throughout the county.

They know cooperation between government agencies is restoring salmon habitat and protecting our natural areas. Natural conditions have been restored on miles of the Puyallup River. And our successful efforts to protect the Fairfax area may even result in the expansion of Mt. Rainier National Park. In addition, we're working with organizations such as the Cascade Land Conservancy to protect working forests in a large area of eastern Pierce County.

They know the first Low Impact Development project will begin soon in Pierce County. It is a whole new way of developing properties that replaces asphalt and concrete with pervious surfaces that protect our aquifers, rivers, streams and Puget Sound. We're hoping Low Impact Development will one day become the standard for Pierce County.

They know that our county's Comprehensive Land Use Plan is helping to reign in sprawl and

protect the vitality and character of our communities. Several community plans have already been approved and implemented and more are on the way. That's at the same time new home construction is at an all time high in Pierce County.

They know that the Pierce County Responds program has been one of the most successful programs in our county's history. It has shut down more than a dozen large-scale illegal dumps and is resulting in the clean-up of numerous hazardous waste sites. And we've just begun. Citizen acceptance of this program has been unprecedented and has resulted in one success after another. Now, we've added a new "junk car" ordinance that is helping citizens remove unwanted vehicles all over the county.

They know Puget Sound and Mt. Rainier give Pierce County the most extreme elevation range of any county in the nation – sea level to 14,411 feet. They also know there's a lot to do in between.

In other words, the 10,000 new residents who make their home here every year know Pierce County is one of the most livable areas in the country. We're working hard to make it even better.

At the same time, we're working hard to make the entire Puget Sound region better. Whether playing a lead role in developing a metropolitan economic strategy or joining the Trade Alliance to brand our region in international markets, Pierce County is committed to its role as a leader in Puget Sound.

John W. Ladenburg  
Pierce County Executive

### **Pierce County Fast Facts**

Population:	744,000
Largest City:	Tacoma
Major Port:	Port of Tacoma

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## *Building Blocks, continued from page 1*

Greater Seattle is home to over a dozen leading biomedical research institutes and hospitals.

Second, the study noted a region must have successful technology transfer from research institutions to private business. The UW licenses new technologies at a rate of 60-80 per year. There are numerous other technology transfer offices in Greater Seattle.

Access to capital is the third pillar. In the second quarter of 2004 alone, Washington State

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### **From Snohomish County to Pierce County to the rapid expansion in South Lake Union (SLU) in the heart of King County, bioscience in Greater Seattle is booming.**

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bioscience companies attracted \$76.1 million in venture capital. Greater Seattle is home to angel investor networks and venture capital firms specializing in bioscience.

Finally, a friendly business and regulatory environment is essential for a successful bioscience center. The Washington State Legislature recently extended the substantial research and development tax credits for bioscience and other high technology companies.

The City of Seattle has modified its building codes to accommodate the special needs of bioscience companies. Pierce, King and Snohomish Counties all work to make high technology industries, including bioscience, feel at home.

Greater Seattle is a national leader in every element crucial to bioscience. It is one of only a handful of regions that have built the “critical mass” necessary to sustain and grow a bioscience industry. But the entrepreneurs and world-famous scientists of Greater Seattle are not one to rest on their laurels. From Snohomish County to Pierce County to the rapid expansion in South

Lake Union (SLU) in the heart of King County, bioscience in Greater Seattle is booming. The past year has only seen the pace of development accelerate.

The University of Washington Medical School, the jewel in Greater Seattle’s bioscience crown, recently opened a new facility in SLU. Phase 1 of the project will add 105,000 square feet of laboratory research space. It will be completed later this year. Phase 2 and 3 will add an additional 700,000 square feet of biomedical research facilities.

In June 2004, the pharmaceutical company Berlex announced it was building a \$60 million biomanufacturing facility in Bothell to produce the drug Leukine. This represents an enormous coup for Greater Seattle, as it is the first biomanufacturing facility to be located here, and shows that Greater Seattle is expanding from its traditional strength in cutting edge research to capture other segments of the bioscience industry. Also in June, a four-story 70,000 square foot expansion of Zymogenetics’ existing facilities in SLU was completed. Zymogenetics is a biotherapeutic company with over 70 products in its pipeline, and several moving rapidly through clinical trials.

In April, The Hutch celebrated the opening of its new Public Health Sciences Building. The opening marks the completion of the Hutch’s 14-acre Day Campus in SLU. The Hutch is the home of two Nobel laureates and over 2,800 employees. In March, Seattle Biomedical Research Institute (SBRI) moved into a new 112,000 square foot facility in SLU. SBRI is leading the fight to cure and prevent global infectious diseases such as HIV/AIDS, malaria, and tuberculosis. SBRI shares the facility with Children’s Hospital and Regional Medical Center, one of the nation’s leading pediatric hospitals, which tripled its research capacity.

In February, Amgen officially opened its 40-acre \$625 million Helix campus in Seattle’s

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## *Building Blocks, continued from page 4*

Interbay neighborhood. The new facility shows that the world's largest biotechnology company is putting down permanent roots in the Greater Seattle community.

Also in February, Rosetta Inpharmatics (a wholly-owned subsidiary of Merck & Co.) moved into the 133,000 square foot Interurban Exchange 3 building in SLU. Three other Interurban Exchange buildings in SLU are in the planning stages. They will eventually provide 500,000 square feet of office, retail, and laboratory space for bioscience companies.

In late 2003 the Allen Institute for Brain Science was formed. Microsoft cofounder Paul Allen endowed the institute with \$100 million to explore neuroscience. The inaugural project of the institute is to create a "brain atlas" that will be the most accurate cellular map of the brain ever created.

In May 2003, The Accelerator Corporation, a for-profit biotech incubator, was formed to help grow biotech startups. The Accelerator is a partnership between the Institute of Systems Biology (ISB), Alexandria Real Estate Equities, and three venture capital firms, and is located in SLU. The startup companies will get access to the resources and talent at ISB and expert business management provided by an Accelerator team. In return, the investors get equity in the companies. In May of 2004, it announced its first two tenant companies. ISB, home of world-famous scientist Leroy Hood, moved into the Lake Union area itself in early 2002.

These are only a taste of the many exciting developments going on in the Greater Seattle area. Over the last five years, the Greater Seattle bioscience industry has grown at a rate of over 9 percent a year. Bioscience in Greater Seattle is indeed booming.

*For more information check out the Biotechnology and Research Brochures in the "Greater Seattle Industries" section of the Trade Alliance web site:*

[www.seattletradealliance.com](http://www.seattletradealliance.com)

## **Mission to Munich**

### ***Study Mission Keeps Teaching Lessons***

As has become tradition in the Puget Sound region each spring, more than 60 regional leaders from government, business, education and other civic affiliations traveled to Munich, Germany for the 2004 Greater Seattle International Study Mission in May. Delegates traveled to Munich, eager to explore ways in which this dynamic city has worked toward becoming a "successful region in a global economy."

Despite some initially damp, rainy weather more often associated with a Pacific Northwest

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**Munich, like Seattle, does not have the governmental structures to make regional cooperation easy but they have taken the first important step: recognizing the importance of regional cooperation.**

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spring, delegates found Munich and its environs to be a thriving region from which to learn. Munich's transportation system is touted as one of the best in Europe and it was easy for delegates to see why. The city boasts a multi-modal transit system, complete with U-bahn, S-bahn, trams and buses. One morning program focused solely on transportation issues and was capped off by delegates navigating back to their hotel with ease, using both the U-bahn and a seamless transfer to the tram that connected to the hotel. The Munich government recognizes that a quality transit system is crucial for economic success.

Delegates also saw first-hand how Munich recognizes that the basis of success for their city

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## New members of the Trade Alliance

### Marriott Springhill Suites - Seattle Downtown

Marriott Springhill Suites Seattle Downtown is an all studio suite hotel, designed for guests who want spacious and functional accommodations when on the road even for a few nights at a time.

### Hughes and Associates

Hughes and Associates is a public affairs firm that represents several clients to federal, state and local governments on various issues including education, land use, environment and budget. Mr. Hughes brings to his client relationships an extensive knowledge of the public policy environment gained through 17 years of working as a lobbyist at all levels of government.

### Weber Shandwick

Weber Shandwick is one of the world's leading public relations and communications management firms. In more than 75 owned offices across the globe, Weber Shandwick relies on a clear client focus, the finest talent in the industry, and a commitment to delivering outcomes - not just output - to produce memorable public relations programs with measurable results.

*For more information, or to establish your company's membership, contact Kris Lande, (206) 389-7319, [kristinel@seattlechamber.com](mailto:kristinel@seattlechamber.com)*

## MEMBER

The Trade Alliance welcomes companies to join our membership. Nearly 100 members. For an annual fee of

- \* be included in our data bank according to your specific geographic and business interests.
- \* be informed about international business visitors and opportunities to participate in outbound trade missions to targeted international markets via our "matchmaker" program.
- \* receive reduced rates for Trade Alliance programs and marketing materials.
- \* be featured on the Seattle Business Directory and Business Trip Guide on the Trade Alliance's web site.

Welcome to our new members  
Pacific Northwest

Thank you to our current members

Asian Pacific Associates  
Attachmate Corporation  
Bank of America  
Benaroya Research Institute at  
Virginia Mason  
Boeing Company  
Davis Wright Tremaine L.L.P.  
Denny Miller Associates  
Fred Hutchinson Cancer  
Research Center  
Hidden Heritage of Fiji & Hidden  
Heritage Dollars for Scholars  
Invest Northern Ireland (Invest NI)  
Kobe Trade Information Office  
Lane Powell Spears Lubersky LLP  
Microsoft Corporation

## MEMBERSHIP

Companies and organizations

by 200 firms are currently

\$150 your company will:

\* be asked to serve on ad hoc committees concerning Trade Alliance policy and planning;

\* receive our quarterly newsletter and other regular mailings.

\* receive free and automatic linkage from our Internet site to yours.

*For more information, or to establish your company's membership, contact Kris Lande, (206) 389-7319, kristinel@seattlechamber.com*

**West patron member!**

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**Miller Nash LLP**  
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**Starbucks Coffee Company**  
**The Commerce Bank**  
**US Bank**  
**Waggener Edstrom, Inc.**  
**Washington First International Bank**  
**Washington Mutual, Inc.**  
**Wells Fargo HSBC Trade Bank**

**The Trade Alliance thanks those renewing memberships since April**

### 5+ Years with the Trade Alliance

Pryde Corporation  
 Lane Powell Spears Lubersky LLP  
 Seattle Steam Company  
 US Bank  
 Microsoft Corporation  
 HSBC Bank Canada  
 Consulate of New Zealand  
 Canadian Consulate General  
 Sound International  
 Taipei Economic & Cultural Office  
 Berger/Abam Engineers  
 City of Bellevue  
 Davis Wright Tremaine L.L.P.  
 State of Washington Department of Community,  
 Trade and Economic Development (CTED)  
 Washington State University, IMPACT Center  
 Wildlife Sportsfishing of Costa Rica  
 NBBJ  
 Jones & Jones Architects and Landscape  
 Architects, Ltd.  
 Philips Medical Systems, Ultrasound  
 Impak, Inc

### 1 - 4 Years with the Trade Alliance

Hidden Heritage of Fiji & Hidden Heritage  
 Dollars for Scholars  
 Washington State University West  
 Attachmate Corporation  
 Saggezza  
 Stoel Rives LLP  
 Wireless Ingenuity  
 Rowley Enterprises, Inc.  
 Corporate Computer Inc.  
 Battelle Pacific Northwest Laboratories  
 Pacific Northwest Advisors  
 Regal Financial Bank  
 Electronic Arts Inc.  
 FIS Translations  
 Graham & Dunn PC

## Celebrating Worldwide in One Region

Greater Seattle is Home to Numerous International Festivals

*Special to CrossRoads by Molly Mulally*

The Greater Seattle region is home to cultures from around the world. This international diversity is reflected in the region's restaurants, museums, schools and everyday life. It is also reflected in the countless international festivals

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**Whether they want to taste renowned Croatian chocolate at *CroatiaFest*, or sit down to watch a French epic at the *Seattle International Film Festival* – everyone will find something that grabs their attention.**

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that take place in Greater Seattle, especially during the summer months. From film festivals to kite flying, potlucks to parades, tradeshow to Tae Kwon Do tournaments, cultural events highlight different backgrounds and traditions of the diverse Greater Seattle region.

It all makes for an attractive region for international business. International business people and visitors will find cultural events and celebrations that they recognize from home celebrated numerous times in various ways throughout the year.

The events are endless – as they capture every aspect of each culture that this region hosts. On the Seattle Center campus alone, over 20 festivals take place throughout the year, including *TibetFest*, *Celebrate Cambodia!*, *The Italian Festival*, *Northwest Folklife Festival*, *Arab Festival*, *Irish Week Festival*, *BrazilFest*, and *Bastille Day*. Olympia hosts an annual international film festival. Each year, Seattle's International District is host to an international

summer festival. The city of SeaTac celebrates with an international festival in late June. Cities and towns around the area and ethnic populations organize these great events to bring people together, to celebrate cultures and to have fun.

As the summer is in full swing, more and more of these festivals are underway. Spectators from around the area come to these events to gain knowledge and experience new cultures. Whether they want to taste renowned Croatian chocolate at *CroatiaFest*, or sit down to watch a French epic at the *Seattle International Film Festival* – everyone will find something that grabs their attention.

For the past 72 years, a yearly event has captured the interests of thousands of spectators from around the area. At the Seattle Buddhist Temple on Main Street, *Bon Odori*, a Japanese festival event of SeaFair, captures the traditional culture of the Japanese through dance, music, and food. In mid-July, young and old come together to celebrate the past, present, and future of the

**The following web site has a large listing of international festivals in the Greater Seattle area:**

[www.callihan.com/seattle/seattle\\_festivals.html](http://www.callihan.com/seattle/seattle_festivals.html)

**In addition, many of the festivals mentioned in this article have their own web site.**

Japanese cultural diversity. The temple, which will celebrate its 100-year anniversary, hosts this event, welcoming all festival goers.

In the south, Pierce County holds its annual

*Continued on page 9*



*EthnicFest.* In late July over 50,000 people enjoyed the celebration of the ethnic and cultural diversity of which Tacoma is so proud. Attendees enjoyed food, import arts and crafts, a wide array of musical talents, even an International Fun Zone for the kids, put on by different international vendors from around the Pierce County area. With such a rich diversity, Tacoma is proud to welcome anyone interested in learning more about different or unfamiliar cultures.

One of the more recent events to hit the area will be the showcasing of Korean culture at an event in the city of Federal Way. Still in the

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**Attendees enjoyed food, import arts and crafts, a wide array of musical talents, even an International Fun Zone for the kids, put on by different international vendors from around the Pierce County area.**

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planning stages, the event is scheduled to take place in May of next year. Thousands of people will come together to learn the basic concepts of the traditional Korean sport Tae Kwon Do, witness traditional dance and music performances, participate in a contemporary Korean film festival, and so much more.

The large number of international festivals in Greater Seattle reflects the diversity of the region. They also reflect how international the region is. No region in the United States is more tied to the international economy than Greater Seattle. The ethnic and international communities, the cities and towns which organize these events are one example of the region's vast international ties.



## Munich Mission Story Continued from Page 6

is the metropolitan region's economy being successful. Munich, like Seattle, does not have the governmental structures to make regional cooperation easy but they have taken the first important step: recognizing the importance of regional cooperation. Munich has made building stronger metropolitan institutions one of its top priorities.

Munich is also a major player in the knowledge economy, billing itself as a "City of

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**Numerous follow-up opportunities were created from the trip, all of which are highlighted in the trip report, "Lederhosen to Laptops."**

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Knowledge." Munich's "City of Knowledge" brochure states, "Knowledge is proving increasingly to be the key resources in global competition." Both the Munich and Bavarian governments work hard to support their institutes of higher learning, non-university research organizations and numerous professional academies and vocational colleges.

Other topics explored during the long working days that began in the early morning and ended late at night included health care issues, strategic planning, quality of life and Munich and Bavaria's strategy of using large events to create deadlines for infrastructure and other civic improvements. Numerous follow-up opportunities were created from the trip, all of which are highlighted in the trip report, "Lederhosen to Laptops." For a copy of the report, which includes more detail of what was learned, please contact the Trade Alliance. You can also find the report on the Trade Alliance web site at [www.seattletradealliance.com](http://www.seattletradealliance.com)

## Sisters in Spokane

### Sister Cities International Annual Meeting in Spokane Next Year

Youth from around the world carried 125 national flags in a parade through downtown Fort Worth to open the 2004 Sister Cities International (SCI) meeting, held July 14-16. The flags represented the worldwide membership of the organization and will be seen next year in Spokane, Washington - host of the 2005 Sister Cities International meeting.

The Second Sino-US Sister Cities Conference



**Bill Stafford, president of Trade Alliance and Rol Herriges, president of the Spokane-Nishinomiya Sister City Society dish out WA State products**

will precede the Spokane meeting July 25-27, 2005. There are almost 150 sister city relationships between cities in the People's Republic of China and the United States. If a majority of these cities accept the invitation and are matched by their U.S. counterpart, Spokane will be host to a significant conference between grassroots political leadership in the two countries. Many of these delegations may stop in the Greater Seattle area on the way to Spokane given the extensive relationships in the region running from Pierce County through King up to Snohomish. Next July will be a busy time in Washington State.

At the recent meeting in Fort Worth, Spokane Mayor Jim West issued conference attendees a passport to Spokane and Washington State. If

delegates had the passport stamped at various tables, including one that marketed Washington as a tourist destination, they were entered in a raffle for prizes, which included Washington State wines and Gonzaga University memorabilia. Representatives from Kent and Tacoma, as well as Trade Alliance President Bill Stafford, assisted Spokane with the reception, stamping passports and giving advice. Tony Anderson of Tacoma worked the Washington State Agriculture table giving out potato cookbooks.

Bill Stafford was elected by the membership of SCI to their Board of Directors. The organization evolved from a White House conference convened by president Dwight Eisenhower on citizen diplomacy. SCI oversees 1,803 relationships between cities worldwide, including 676 between U.S. and world cities. The organization also provides technical assistance to city relationships and has major initiatives in the Middle East, African HIV/AIDS education and prevention projects in Africa, projects in Eastern Europe and a range of targeted exchanges throughout the world.

Other members elected to the board included a senior representative of Standard and Poors, Wheelchair Foundation, UBS Bank, Maryland state coordinator for sister cities and the head of the San Diego Sister City Commission. A representative of Bangor, Northern Ireland - the destination for next year's Greater Seattle International Study Mission - is also on the Board.

Next year's meeting in Spokane is an important international meeting for our state. The Trade Alliance and the Washington State China Relations Council are assisting the Spokane organizing committee in making it a major success.

*For more information about the SCI meeting, contact Jennifer Priest, Conference Coordinator 509-625-6639 or [sistercities@spokanecity.org](mailto:sistercities@spokanecity.org)*

## Company Profile: Lane Powell Spears Lubersky LLP

### A Patron Member of the Trade Alliance

Lane Powell Spears Lubersky is one of the oldest law firms in the region, one of the five largest law firms in the Pacific Northwest and it is annually ranked among the largest law firms in the nation. Lane Powell has over 100 years of legal service at both of our primary practice sites, Seattle and Portland. Lane Powell also has branch offices in Anchorage, Olympia, and London. The firm offers a full range legal expertise in commercial litigation, business, and employment.

Lane Powell's practice involves the representation of both domestic and international clients. The international practice of the firm includes business, insurance, maritime, aviation, and international trade.

Our international business practice focuses on tax and business planning involving cross-border business activities, trade and investment transactions. Clients include U.S. businesses and individuals investing and conducting business outside the United States, as well as foreign individuals investing and conducting business inside the United States. Representative transactions have involved a joint venture between U.S and Singapore interests in a production facility in Mexico; acquisition of oil field related interests in Alberta, Canada; a joint venture for retail sales and distribution in Germany; shipping and fishing ventures in Russia; and Canadian pension funds acquisition of U.S. property interests.

As clients' needs evolve and change, the firm's capabilities have similarly grown to meet these needs. The firm is a leader in dealing with legal and tax issues associated with electronic

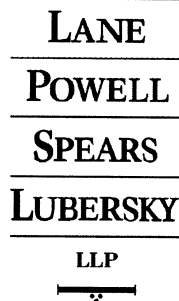
commerce. Further, cross-border issues involving acquisitions and foreign securities offerings are handled. International arbitration and dispute resolution are undertaken in appropriate circumstances.

Traditional areas of international practice continue to thrive. Our international insurance practice is anchored by our long-standing relationship with Underwriters at Lloyd's, which has appointed Lane Powell as one of seven U.S. law firms to handle environmental and pollution coverage litigation throughout the United States. The firm's international aviation practice centers principally on the representation of domestic and overseas insurers in air disaster litigation and coverage disputes and buying and selling of airplanes both private and commercial.

Lane Powell's international trade practice in recent years has included representation of domestic manufacturers selling abroad, importation and distribution within the United States of foreign produced goods; banks in joint ventures; loan transactions; on-going representation of overseas agricultural clients; negotiation and documentation of joint ventures in various foreign locations including the People's Republic of China; and advice to foreign corporations in the reorganization of their U.S. activities.

In addition to the international practice, Lane Powell concentrates its efforts on areas of domestic practice including business, real estate, tax, intellectual property, labor and employment, banking, state and local regulation, and commercial litigation.

*For more information, please contact Gary P. Tober at [toberg@lanepowell.com](mailto:toberg@lanepowell.com)*





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**The Trade Development Alliance of Greater Seattle** is a partnership of the **City of Seattle, Port of Seattle, Port of Tacoma, Metropolitan King County Government, Snohomish County, Pierce County, organized labor** and the **Greater Seattle Chamber of Commerce**. The Trade Alliance is dedicated to promoting this region as one of North America's premier international gateways and commercial centers. Through cooperative efforts, this coalition of public and private-sector organizations will enlist its members' unique and diverse resources to accomplish this goal.

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